Free Questions for ADX-201

Shared by Johns on 04-10-2024

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Question 1

Question Type: MultipleChoice

Cloud Kicks has a custom object called Shipments. The Company wants to see all the

shipment items from an Account page. When an Account is deleted, the shipments should remain.

What type of relationship should the administrator make between Shipments and Account?

Options:

A- Shipments should have a lookup to Account.

B- Accounts should have a lookup to Shipments.

C- Shipments should have a master-detail to Accounts.

D- Accounts should have a master-detail to Shipments.

Answer:

A

Explanation:

A lookup relationship is a type of relationship that links two objects together, but does not affect security or deletion. It can be used to create a relationship between shipments and accounts where shipments should have a lookup to accounts; this way, shipments can show related account information on their records, but when an account is deleted, the shipments remain. Accounts should have a lookup to shipments is not a valid option because it does not match the requirement of seeing all shipment items from an account page; it would show related account information on shipment records instead. Shipments should have a master-detail to accounts or accounts should have a master-detail to shipments are not valid options either because they do not match the requirement of keeping shipments when an account is deleted; they would delete shipments along with their master account records. Reference: https://help.salesforce.com/s/articleView?id=sf.relationships_lookup.htm&type=5

Question 2

Question Type: **MultipleChoice**

A sales rep at Ursa Major Solar has launched a series of networking events. They are hosting

one event per month and want to be able to report on campaign ROI by month and series.

How should the administrator set up the Campaign to simplify reporting?

Options:

A- Add different record types for the monthly event types.

B- Create individual Campaigns that all have the same name.

C- Configure campaign Member Statuses to record which event members attended.

D- Use Campaign Hierarchy where the monthly events roll up to a parent Campaign

Answer:

D

Explanation:

Campaign hierarchy is a feature that allows administrators to organize campaigns into a parent-child relationship, where the parent campaign represents a larger initiative and the child campaigns represent smaller or more specific activities within that initiative. Using campaign hierarchy can help Ursa Major Solar report on campaign ROI by month and series by creating a parent campaign for the series of networking events and creating individual child campaigns for each monthly event. The parent campaign can show the aggregated metrics and ROI for the entire series, while the child campaigns can show the metrics and ROI for each month. Adding different record types for the monthly event types, creating individual campaigns that all have the same name, or configuring campaign member statuses to record which event members attended are not solutions for reporting on campaign ROI by month and series; they either do not group campaigns into a hierarchy or do not track campaign metrics or ROI. Reference: https://help.salesforce.com/s/articleView?id=sf.campaigns_hierarchy.htm&type=5

Question 3

Question Type: MultipleChoice

Ursa Major Solar offers amazing experiences for all of it employees. The Employee engagement

committee wants to post updates while restricting other employees from posting.

What should the administrator create to meet this request?

Options:

A- Chatter Stream.

B- Chatter Broadcast Group

C- Chatter Recommendations.

D- Chatter Unlisted Group

Answer:

B

Explanation:

Chatter broadcast group is a type of group that should be created to meet this request. Chatter broadcast group is a group where only group owners and managers can create posts, but anyone can comment on posts. This can be useful for sharing important updates or announcements with a large audience without cluttering the feed with other posts. Reference: https://help.salesforce.com/s/articleView?id=sf.collab_groups_create.htm&type=5

Question 4

Question Type: **MultipleChoice**

The sales manager at cloud Kicks approves time off for their employees. They asked the

administrator to ensure these requests are seen and responded to by a backup manager while the sales

manager is out on vacation.

What should administrator use to fulfill the requirement?

Options:

A- Delegated approver

B- Two step Approval process

C- Approval history related list

D- Delegated Administrator

Answer:

A

Explanation:

Delegated approver is a feature that should be used to fulfill this requirement. Delegated approver allows users to delegate their approval authority to another user for a specified period of time, such as when they are out on vacation. Users can specify which approval requests they want to delegate and who they want to delegate them to. Reference: https://help.salesforce.com/s/articleView?id=sf.approvals_delegate.htm&type=5

Question 5

Question Type: MultipleChoice

Northern Trail Outfitters has a new flow that automatically sets the field values when a new account is created. That the flow is launched by a process, But the flow is not working properly.

What should administrator do to identify the problem?

Options:

A- Use the native debug feature in the flow builder.

B- Review debug logs with the login level.

C- View the setup audit Trail and review for errors.

D- Setup Email logs and review the send error log.

Answer:

A

Explanation:

Native debug feature is a tool that can be used to identify the problem with the new flow. Native debug feature allows users to test a flow by running it with different input values and inspecting the output values at each element. Users can also see error messages and warnings that indicate where the flow failed or might fail. Reference: https://help.salesforce.com/s/articleView?id=sf.flow_debug.htm&type=5

Question 6

Question Type: MultipleChoice

Cloud kicks want to give credit to Opportunity team members based on the level of effort

contributed by each person toward each deal.

What feature should the administrator use to meet this requirement?

Options:

A- Stages

B- Splits

C- Queues

D- List Views

Answer:

B

Explanation:

Splits is a feature that should be used to meet this requirement. Splits allows users to assign credit to opportunity team members based on the level of effort contributed by each person toward each deal. Users can create different types of splits, such as revenue or overlay splits, and specify the percentage or amount of credit for each team member. Reference: https://help.salesforce.com/s/articleView?id=sf.forecasts3_splits_overview.htm&type=5

Question 7

Question Type: MultipleChoice

When a cloud kicks Opportunity closes, the company would like to automatically create a renewal

opportunity.

Which two automation tools should an administrator use to accomplish this request?

Choose 2 answers

Options:

A- Approval Process

B- Flow Builder

C- WorkFlow Rule

D- Process Builder

Answer:

B, D

Explanation:

Flow Builder and Process Builder are two automation tools that should be used to accomplish this request. Flow Builder can be used to create a flow that defines the logic and actions for creating a renewal opportunity, such as setting the stage, close date, and amount. Process Builder can be used to create a process that triggers the flow when an opportunity is closed won. Reference:
https://help.salesforce.com/s/articleView?id=sf.flow_builder.htm&type=5
https://help.salesforce.com/s/articleView?id=sf.process_overview.htm&type=5

Question 8

Question Type: MultipleChoice

The administrator at Aw Computing wants Account Details, related list and chatter feeds to each appear on separate tabs when reviewing an account.

Which type of page should the administrator create?

Options:

A- Lightning app page.

B- Lightning page Tab.

C- Lightning record page.

D- Lightning page Component.

Answer:

C

Explanation:

Lightning record page is a type of page that should be created to meet this requirement. Lightning record page allows an administrator to customize the layout and components for a specific object record page in Lightning Experience or the Salesforce mobile app. To create tabs for account details, related lists, and chatter feeds, use the Tabs component in the Lightning App Builder and drag the desired components to each tab. Reference: https://help.salesforce.com/s/articleView?id=sf.app_builder_record_page.htm&type=5 https://help.salesforce.com/s/articleView?id=sf.app_builder_tabs.htm&type=5